Project Growth
5/25/95

			Q1	Q2	Q3	Q4	Total
Projects Completed							
Medium			20	50	100	130	300
Small			100	125	150	225	600
Add-on			20	20	40	80	160
Installed base- medium			20	70	170	300	
Installed base- small			100	225	375	600	
medium in ops	70% installed base		14	49	119	210	
number vars	20% small projects		20	25	30	45	
Revenue:							
Medium			2,318,182	5,795,455	11,590,909	15,068,182	34,772,727
Small			1,055,871	1,319,839	1,583,807	2,375,710	6,335,227
Add-on	Pct in ops	rev/mon	303,333	303,333	606,667	1,213,333	2,426,667
Maintenance & Operations	60% $	4,000	168,000	588,000	1,428,000	2,520,000	4,704,000
Total revenue			3,845,386	8,006,627	15,209,383	21,177,225	48,238,621

		Analyst	Interface Designer	Engnr	Manager	Total
Production Services- Typical Projects						
Time Estimates in Person-Days Medium Project						
5/25/95						
PROJECT DEFINITION						
1. Document customer requirements		2			1	3
a. Project overview						
b. Preliminary story board						
c. Module descriptions						
d. Customization descriptions						
2. Prepare task estimate		0.5			0.5	1
a. Responsibilities - WAIS vs. customer						
b. Standard modules and scope						
c. Customization/new modules						
3. Prepare schedule		0.5				0.5
4. Finalize sales proposal					0.5	0.5
	Definition Days	3			2	5
MOCKUP/DESIGN						
1. Organize project team & revise schedule					1	1
2. Prepare system spec		3			1	4
3. Design storyboard and pages		2	3			5
4. Prepare mockup and obtain approval			13	3		16
5. Obtain all data files and design parsing & database access				3	1	4
6. Design custom modules and modifications		1		3	1	5
7. Review mockup and document changes		1	2	1	1	5
8. Revise task estimate and schedule for Installation		0.5				0.5
9. Update system spec		0.5				0.5
10. Obtain customer sign-off and freeze design		1			1	2
	Design days	9	18	10	6	43
DEVELOPMENT						
1. Implement additional screens		1	2			3
2. Develop file handling and database parsing		1		15		16
3. Develop custom modules & modifications				15		15
4. Revise screens, interfaces and flow based on mockup changes		1	1			2
5. Conduct system test		2	1	5	2	10
6. Review final system and correct as necessary			1	5	1	7
7. Cutover to production status						
8. Monitor performance and final cleanup						
9. Finalize documentation		3		2	1	6
10. Transition to support organization				1		1
	Install days	8	5	43	4	60
	TotalPerson days	20	23	53	12	108
	Excluding Project Definition	17	23	53	10	103
	Total Person hours	160	184	424	96	864
	Excluding Project Definition	136	184	424	80	824

			Production Services- Typical Projects				
			Time Estimates in Person-Days Small Project				
			5/25/95				
				Interface			
			Analyst	Designer	Engnr	Manager	Total
PROJECT DEFINITION							
1. Document customer requirements							
a. Project overview							
b. Preliminary story board							
c. Module descriptions							
d. Customization descriptions							
2. Prepare task estimate							
a. Responsibilities - WAIS vs. customer							
b. Standard modules and scope							
c. Customization/new modules							
3. Prepare schedule							
4. Finalize sales proposal			0.5			0.5	1
		Definition Days	0.5			0.5	1
MOCKUP/DESIGN							
1. Organize project team & revise schedule							
2. Prepare system spec							
3. Design storyboard and pages			1				1
4. Prepare mockup and obtain approval			1			1	2
5. Obtain all data files and design parsing & database access							
6. Design custom modules and modifications							
7. Review mockup and document changes							
8. Revise task estimate and schedule for Installation							
9. Update system spec			1				1
10. Obtain customer sign-off and freeze design							
		Design days	3			1	4
DEVELOPMENT							
1. Implement additional screens							
2. Develop file handling and database parsing							
3. Develop custom modules & modifications							
4. Revise screens, interfaces and flow based on mockup changes							
5. Conduct system test			1			1	2
6. Review final system and correct as necessary							
7. Cutover to production status							
8. Monitor performance and final cleanup			1				1
9. Finalize documentation							
10. Transition to support organization							
		Install days	2			1	3
	TotalPerson days		5.5			2.5	8
	Excluding Project Definition		5			2	7
	Total Person hours		44			20	64
	Excluding Project Definition		40			16	56

Staffing at Start of Quarter			Q1	Q2	Q3	Q4
Project Teams:	chargeable					
Production Manager	70%		11.6	20.7	36.0	49.8
Analyst	70%		23.4	39.4	66.9	94.5
Human Interface Designer	70%		10.0	24.9	49.8	64.7
Engineer	70%		25.8	60.2	120.4	160.6
Total			70.7	145.2	273.1	369.5
Operations :						
Director			1	1	1	1
System Administrators			4	5	7	7
Administrative support	10% sys ad		0	1	1	1
Maintenance and tools support						
Director			1	1	1	1
Engineers	10% installed base		1	5	12	21
Administrative support	30% engineers		0.4	1.5	3.6	6.3
Production Services Management						
Vice President			1	1	1	1
Directors	20% proj mgrs		2	4	7	10
Administrative support	40% p/s mgmt		1	2	3	4
Sales and marketing						
VP			1	1	1	1
Sales Managers	20% var+sales reps		2.0	2.0	3.2	4.4
Customer representatives	10% med projects		5	5	10	13
Service Administrators	10% in ops		1.4	4.9	11.9	21
Var channel representatives	20% vars		5	5	6	9
Product marketing			2	2	2	2
Administrative support	30% sales heads		5	6	10	15
Total staff excluding G&A			104.6	192.1	354.1	487.4
G&A						
COO			1	1	1	1
Controller			1	1	1	1
Accounting Staff	7% total staff		7	13	25	34
Recruiter			1	2	·2	2
Administrative support			3	3	4	5
Total sfaff			117.9	212.6	386.8	530.5

Current Staff vs Target 5/25/95		In- Place	Acting	Consultants	Total	Q1 Target
Project Teams:						
Production Manager	Meikle, Pat, Kevin, Ottavia	3		1	4	12
Analyst						23
Human Interface Designer	Marty, Sarah	2			2	10
Engineer	Dan, Georgios, Chris, Claude, John, Marion, Daniel, Norm	5	3		8	26
Operations :						
Director	Don	1			1	1
System Administrators	Frank, Kevin	2			2	4
Administrative support						0
Maintenance and tools support						
Director						1
Engineers						1
Administrative support						0
Production Services Management						
Vice President	Nick		1		1	1
Directors						2
Administrative support						1
Sales and marketing	1161.6					
VP	Bruce	1			1	1
Customer representatives	Cyndy 145200	1			1	5
Technical support reps						1
Var channel representatives	John	1			1	5
Product marketing	Dia, Rob	2			2	2
Administrative support	Darryl	1			1	5
G&A						
COO						1
Controller	Mary	1			1	1
Recruiter	Patty			1	1	7
Accounting Staff	Dean	1			1	7
Administrative support	Victoria, Molly, Cynthia	3			3	3
Engineering						
VP	Edy	1			1	1
Engineers	Will, Dillip, Tom, Brian, Harry	5			5	10
Telesales	Darlene, Patti	2			2	4
Other	Brewster, David, Deanna	3			3	2
		35	4	2	41	139

P&L Forecast-- Production Services Only Includes no Product Sales or Development
5/25/95

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Revenue:							
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Add-on		303,333	303,333	606,667	1,213,333	2,426,667	
Maintenance & Operations		168,000	588,000	1,428,000	2,520,000	4,704,000	
Total revenue		3,845,386	8,006,627	15,209,383	21,177,225	48,238,621	
Salaries		1,753,180	3,109,170	5,588,065	7,640,584	18,090,999	38%
Fringe benefits	18.0%	315,572	559,651	1,005,852	1,375,305	3,256,380	7%
Commissions	5.0%	192,269	400,331	760,469	1,058,861	2,411,931	5.0%
Recruiting	5,000	454,544	927,905	1,799,180	2,517,452	5,699,080	12%
Facility		143,577	248,589	434,040	586,924	1,413,128	3%
Other	35%	613,613	1,088,209	1,955,823	2,674,204	6,331,850	13%
		3,472,755	6,333,855	11,543,428	15,853,329	37,203,368	77%
Pretax profit (loss)		372,631	1,672,772	3,665,954	5,323,896	11,035,253	23%
					25%		
Headcount production sel	27	118	213	387	530		
Development(facility)	6	11	15	15	15		
Product Sales	2	4	4	4	4		
Other	2	2	2	2	2		
total headcount	37	135	234	408	551		
Square feet		29,005	50,220	87,685	118,570		
Ft/person $/mo/ft - full srv							
215 $ 1.65							
Accounts Receivable	45	1,922,693	4,003,313	7,604,691	10,588,613	10,588,613	
Desktop computers	5,000	454,544	473,361	871,275	718,271	2,522,452	
Servers & other		100,000		200,000		300,000	
Furniture	800	72,727	75,738	139,404	114,923	403,592	
						13,814,656	